

## Message Text

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ACTION EB-07

INFO OCT-01 EA-09 ISO-00 MMO-04 /021 W

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R 070740Z DEC 76

FM AMEMBASSY MANILA

TO SECSTATE WASHDC 3626

INFO USDOC WASHDC

UNCLAS MANILA 18971

FOR EB

E.O. 11652: NA

TAGS: BBSR, BEXP, RP

SUBJ: CONTRACTING WTDR REQUIREMENTS

REF: STATE A-5327

AS REQUESTED IN THE ABOVE REFERENCED AIRGRAM, FOLLOWING ARE  
THE ANSWERS TO THE QUESTIONS LISTED IN PARAGRAPH NUMBERED  
FIVE:

A) ASSOCIATED CREDIT BUREAU; CREDIT REPORTING. JULY 1, 1971.

B) \$9.45 OR P70.00 FOR EACH REPORT (\$1.00 - P7.40)

C) 282 REPORTS WERE SUBMITTED BY THE CONTRACTOR IN FY 76;  
MORE THAN 300 REPORTS ARE ESTIMATED TO BE SUPPLIED BY THE  
CONTRACTOR IN FY 77. (FY 76 IS FROM JULY 1, 1975 THROUGH  
JUNE 30, 1976.)

D) THE CONTRACTOR SUPPLIES ABOUT 90 PERCENT OF THE INFORMATION FOR  
100 PERCENT OF THE REPORTS.

E) GENERALLY, YES, ALTHOUGH SOMETIMES THE CONTRACTOR DOES  
NOT INDICATE THE SIZE OF THE FIRM; ITS REPUTATION AND FIRM'S  
SUITABILITY OR NON-SUITABILITY AS A TRADING PARTNER FOR  
U.S. FIRMS.

F) NO. THE POST SUPPLEMENTS CONTRACTOR'S REPORT WITH  
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ARTICLES CLIPPED FROM LOCAL NEWSPAPERS, TRADE PUBLICATIONS

AND/OR INFORMATION SUBMITTED BY THE LOCAL FIRMS DIRECTLY TO THE POST, AS WELL AS OFFICERS' AND COMMERCIAL SPECIALISTS' PERSONAL KNOWLEDGE OF THE FIRM.

G) YES.

H) THE CONTRACTOR TYPES A FIRST DRAFT WHICH IS EDITED BY AN FSL AND AN FSO. IT THEN TYPES THE FINAL REPORT FOR TRANSMITTAL TO WASHINGTON. WHEN THE CONTRACTOR IS NOT ABLE TO DEVELOP INFORMATION ON A GIVEN FIRM, A NEGATIVE REPORT IS PREPARED BY THE POST'S FSL.

I) YES. HOWEVER, AN FSL EDITS CONTRACTOR'S CODING FOR ACCURACY.

J) THE CONTRACTOR SEEKS INFORMATION BOTH IN THE NAME OF THE EMBASSY AND IN ITS OWN NAME.

K) THE CONTRACTOR DOES NOT REPRODUCE AND DISTRIBUTE THE COMPLETED WTDR TO OTHERS.

L) 22, 7, 41 DAYS.

M) AN FSL SPENDS FROM 35 TO 60 MINUTES REVIEWING ONE WTDR IN DRAFT AND IN FINAL FORM, WHICH INCLUDES CODING, CHECKING DATA SUPPLIED BY THE CONTRACTOR, WRITING AND RE-WRITING OF INFORMATION, AND RE-TYPING SOME CORRECTIONS BEFORE TRANSMITTAL TO WASHINGTON. AN FSO SPENDS ABOUT 15 MINUTES PER REPORT EDITING THE DRAFT, ADDING SUBSTANTIVE MATERIAL, AND PROOFREADING THE FINAL REPORT. IN FY 76 WE ESTIMATE 215 FSL AND 70 FSO PERSON HOURS WERE SPENT ON WTDR REPORTING.

N) PRIOR TO CONTRACTING WTDR'S, THIS POST HAD ONE FULL TIME COMMERCIAL SPECIALIST INVESTIGATOR WORKING ON WTDR'S AND ONE CLERK/TYPIST WORKING HALF-TIME ON THE REPORTS. WE ESTIMATE COMPARABLE PERSON HOURS WOULD BE NECESSARY TO GENERATE THE REPORTS IN-HOUSE AT THIS TIME. THE CONTRACTOR INFORMS US HE SPENDS 25 HOURS PER REPORT BUT WE BELIEVE HIS ESTIMATE IS SOMEWHAT PADDED TO JUSTIFY HIS OCCASIONAL UNCLASSIFIED

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LATE SUBMISSIONS.

O) THE OVERALL WORK OF THE CONTRACTOR IS SATISFACTORY. WE BELIEVE PROBLEMS OF LATE REPORTS EXPERIENCED RECENTLY HAVE BEEN RESOLVED AMIABLY AND SATISFACTORILY.

P) THE CONTRACTUAL ARRANGEMENTS DO NOT NECESSARILY RESULT IN MEANINGFUL LOSS OF TRADE OPPORTUNITIES BECAUSE THE

CONTRACTOR INCLUDES AS PART OF HIS REPORT THE FIRM'S  
INTEREST IN OBTAINING ANY ITEMS FROM THE UNITED STATES  
OR OF ITS INTEREST IN JOINT VENTURES, LICENSING OR AGENCY.  
THIS IS REFLECTED IN ITEM NUMBER 13 OF THE WTDR. EXTRAN  
CHECKS ARE HANDLED SEPARATELY AT THIS POST BY AN FSO  
AND THE WTDR REPORT IS SUPPLEMENTARY DATA ONLY.

Q) YES.

R) THIS POST COULD NOT DO WTDR'S IN-HOUSE WITH THE  
PRESENT STAFFING PATTERN WITHOUT UNACCEPTABLY SACRIFICING  
OTHER HIGH PRIORITY COMMERCIAL ACTIVITIES. WTD REPORTING  
IS THE ONE ACTIVITY THAT SUFFERS LEAST FROM LACK OF THE  
PERSONAL TOUCH OF AN FSL/FSO AND THEREFORE IS MOST OPEN  
TO CONTRACTING. WE DO BELIEVE FSL AND FSO EDITING ON  
IMPORTANT FACET OF OUR CONTRACTING POLICY.  
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